

## Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 008778 /46  
R 151100Z DEC 76  
FM AMEMBASSY KUWAIT  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6845

UNCLAS KUWAIT 5796

E.O. 11652: N/A  
TAGS: BTRA EIND BEXP KU  
SUBJECT: EDP TRADE SEMINAR -- IDENTIFICATION OF POSSIBLE SPONSOR

REF: (A) USDOC 20470, (B) USDOC 19370, (C) TYRELL-MICHAUD  
TELCON DECEMBER 13.

1. FIRM REFERRED TO IN MEED ARTICLE (REFA) APPEARS TO BE PAN ARAB COMPUTER CENTER (PACC) (P.O. BOX 921, KUWAIT, TELEX 2322KT). FIRM'S ACTIVITIES FALL INTO FOLLOWING AREAS: COMMERCIAL SERVICES (FINANCIAL AND INVENTORY), SYSTEMS DEVELOPMENT, SERVICE BUREAU OPERATIONS, TRAINING, MARKETING AND MEDIA RESEARCH, AND INFORMATION STORAGE AND RETRIEVAL. MAJOR PARTNERS ARE HAMAD, ABDUL RAHMAN, AND KHALID AL-SHAYA, SONS OF OWNERS OF MOHAMAD HMOOD AL-SHAYA CO. (WTDR 3-76). AL-SHAYA FAMILY IS ONE OF WEALTHIEST IN KUWAIT, WITH BUSINESS INTERESTS IN REAL ESTATE, FOREIGN INVESTMENTS AND KUWAIT SHERATON. LOCAL SOURCES OF CREDIT INFORMATION CONSIDER PACC TO BE OF GOOD MEANS AND REPUTATION, AND EMBASSY HAS RECOMMENDED IT AS GOOD BUSINESS CONTACT FOR US FIRMS.

2. EMBOFF MET WITH FOUAD SAHYOUN, MANAGING DIRECTOR AND PARTNER OF PACC AND BRIEFED SAHYOUN ON UPCOMING SEMINAR. SAHYOUN EXPRESSED INTEREST IN EVENT, NOTING THAT HIS FIRM WAS ACTIVELY CONSIDERING REPRESENTATION OF COMPUTER HARDWARE AND SOFTWARE COMPANIES. SAHYOUN RAISED SUBJECT OF SPONSORSHIP OF EVENT, OBSERVING THAT PACC WOULD BE DEFINITELY INTERESTED IN ACTING AS SPONSOR. IN ORDER TO DECIDE, HOWEVER, PACC NEEDS INFORMATION ON  
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LIST OF COMPANIES TO BE PARTICIPATING, AND MORE DETAIL

ON TOPICS TO BE DISCUSSED.

3. RE SPONSORSHIP (PARA 7 REF B), KUWAIT CHAMBER OF COMMERCE FACILITIES ARE TOO BIG FOR SEMINAR, AND KUWAIT ENGINEERING SOCIETY BUILDING TOO SMALL. EMBASSY WILL REPORT ON POSSIBLE SPONSORSHIP BY MINISTRY OF PLANNING'S COMPUTER CENTER AS SOON AS CENTER'S DIRECTOR RETURNS TO KUWAIT(HOPEFULLY IN ABOUT A WEEK). CHOOSING PRIVATE SPONSOR WOULD BE COMPLICATED, AS THERE ARE AT LEAST 3 OTHER FIRMS BESIDE PACC WHICH COULD SERVE AS SPONSOR. EMBASSY PREFERS SPONSORSHIP BY PLANNING MINISTRY'S COMPUTER CENTER IF THIS IS POSSIBLE. SUCH SPONSORSHIP WOULD BE MOSTLY IN NAME, WITH ACTUAL FACILITIES BEING RENTED SPACE AT HILTON HOTEL.

4. ACTION REQUESTED: REQUEST FURTHER INFORMATION SOONEST ON PARTICIPATING COMPANIES, AS PROMISED PER REF C, IN ORDER TO BE BETTER ABLE TO BRIEF KUWAIT BUSINESSMEN.  
MAESTRONE

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## Message Attributes

**Automatic Decaptioning:** X  
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**Current Classification:** UNCLASSIFIED  
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**To:** COM  
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